



FY2014

GSA Region 4 Federal Acquisition Service

# Story Book



Military  
State & Local Government  
Federal Civilian Agencies





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## INTRODUCTION

GSA Region 4, Federal Acquisition Service employees are proud servants of a great Government. Our goals and objectives are directly aligned with the needs of our government customers from the military, federal civilian agencies and state and local government communities.

Because we continue to enjoy success in helping customers achieve their needs through acquisition support, promoting sustainability through the reuse of personal property and partnering with customers on committees and/or evaluation teams, we want to share examples with you of how we provide customer support to enable mutual organizational success.

Please read the following R4 FAS Story Book to better understand how we collaborated with customers through our respective business lines to help them achieve critical mission objectives.

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**Story Book**



## OVERVIEW

### **Assisted Acquisition Services Division U.S. Army Prototype Integration**

**Challenge**

Award contract within 90 days to meet U.S. Army's critical training needs involving 1700 items.

**Action**

Leverage GSA R4 AASD acquisition expertise and collaboration with U.S. Army Prototype Integration Facility (PIFF), located at Redstone Arsenal, AL. to define and develop customer requirement.

**Solution**

Award GSA contract vehicle to meet customer requirement.

**Result**

R4 AASD awarded a firm fixed price contract type set-aside for 100% small business to GSA Schedule vendor.

**Reference**

Jason Heddy, GSA, R4 Assisted Acquisition Services Division

For more information see "The Complete Story".



## THE COMPLETE STORY

### **Assisted Acquisition Services Division U.S. Army Prototype Integration**

The Federal Acquisition Service (FAS), Assisted Acquisition Services Division (AASD), within the General Services Administration (GSA), provides acquisition assistance to its clients in the Department of Defense and other Federal Agencies. The United States Army's Prototype Integration Facility (PIFF), located at Redstone Arsenal, AL recently required acquisition assistance for the purchase of various Mi-17 Helicopter training aids, training boards, necessary tooling, equipment, consumables, and special tools. The requirement consisted of approximately 1,700 individual items. The United States Government has the responsibility of setting up maintenance and repair facilities within Afghanistan for the Mi-17 Helicopter. The procurement of this equipment was to support formal student training in a classroom environment. These commodities will be used to support and enhance the training environment necessary to establish the Afghanistan Phantoon-e-Hawayee (PeH) Training Academy.

The client came to GSA when their contracting activity did not have the capacity to award the acquisition in time to prevent lost of funding which expired 9/30/2013. At that time (early July 2013) the PIFF's requirement was not well defined. The GSA procurement team worked closely with the client ensuring a detailed Bill of Materials (BOM) and Independent Government Estimate (IGE) was developed accurately. This involved conducting extensive market research and describing the salient characteristics for 1,700 different items. Additionally, through GSA's extended market research, sufficient small business interest was identified allowing the entire acquisition to be set aside for small business.

This requirement had some moderate political sensitivity only inasmuch had the requirement not been successful. The United States Government is responsible for ensuring this PeH Training Academy is set up and operational by March 31, 2014 in accordance with international agreement. However, since the acquisition was awarded on schedule and performance has been successful, the current political sensitivity is low.

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## OVERVIEW

### **Assisted Acquisition Services Division Overseas Contingency Operations - Airmen Clothing and Individual Equipment**

**Challenge**

Award contract within six weeks to meet critical requirement before end of fiscal year.

**Action**

GSA team collaborated with Small Business Administration to identify qualified 8(a) company for contract award.

**Solution**

Award made to Directed Source to 8(a) contractor.

**Result**

GSA contracting support enabled customer to meet critical operational requirements in less than 60 days.

**Reference**

Davis Oishi, Program Manager

For more information see “The Complete Story”.



## THE COMPLETE STORY

### **Assisted Acquisition Services Division Overseas Contingency Operations - Airmen Clothing and Individual Equipment**

The Federal Acquisition Service (FAS), Assisted Acquisition Services Division (AASD), within the General Services Administration (GSA), provides acquisition assistance to its clients in the Department of Defense and other Federal Agencies. The Overseas Contingency Operations – Airmen Clothing and Individual Equipment (OCO-ACIE) Office located in the Headquarters, US Air Force Deputy Chief of Staff, Logistics, Installation and Mission Support, A4/7, Joint Base Andrews, MD recently required acquisition assistance for OCO-ACIE management and budgeting support. OCO-ACIE notified AASD and provided their requirement on August 14, 2013 that their current support contract was quickly nearing its expiration. This request for assistance came two weeks after the FY-End Cut-Off date of July 31, 2013. Their contracting organization was unable to complete this extremely urgent acquisition in time.

OCO-ACIE also requested that this mission requirement be met through the utilization of an 8(a) Small Business directed buy. The current services were being performed by Morgan Business Consulting, LLC, a certified 8(a) Small Business Concern.

Due to the short amount of procurement lead time, AASD informed OCO-ACIE that they would do everything possible to make an award prior to the end of the FY. This situation was understood by OCO-ACIE.

Keeping in mind OCO-ACIE's needed to obligate the FY13 funding and have services in place by the FY-end. AASD had approximately six weeks to award. This timeframe is two weeks short of the norm and 2 weeks after the FY-end cut-off date. However, with the agreed to solicitation approach of 8(a) directed buy, a potential award date of September 30, 2013 was discussed with the program manager, thus allowing sufficient time to contact the Small Business Administration (SBA) and allow for all necessary GSA AAS procedures in six weeks. The program manager was very happy with the fact that their funds would be utilized before they would expire.

After receiving acceptance under the Partnership Agreement between GSA and the SBA for an 8(a) directed source contract with Morgan Business Consulting, LLC on September 19, 2013 and simultaneously working with the contractor to properly prepare a proposal and submit it to GSA along with the pre-award documents, the Contracting Team was able to award the contract in time, even 1 day earlier then required by OCO-ACIE.

The customer expressed their appreciation by stating, quote, "I appreciate the hard work and quick turn in getting this contract awarded. All other GSA regions turned down our request for assistance and we were at [our] wits end and were ready to give up prior to you guys agreeing to help us." unquote.

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## OVERVIEW

### Assisted Acquisition Services Division Client Engagement Naval Air Warfare Center Weapons Division (NAWCWD), Point Mugu, CA

#### Challenge

Manufacture, test, document, deliver and install Threat Simulator used to provide support for the F-35 Joint Striker Fighter and other systems software and hardware updates.

#### Action

Awarded GSA GWAC vehicle. GSA Team collaborated to streamline acquisition process and prepare documents during negotiations to ensure award would be made in FY13.

#### Solution

Awarded GSA contract resulting in \$300k savings for customer.

#### Result

GSA contracting support enabled customer to meet critical operational requirements in less than 60 days. Client has indicated desire to utilize GSA in Fy14 to do additional Simulator efforts for approx. \$80M.

#### Reference

Alliant Program Manager, IDIQ Program Management Office, Northrop Grumman

For more information see "The Complete Story".



## THE COMPLETE STORY

### **Assisted Acquisition Services Division, Client Engagement Naval Air Warfare Center Weapons Division (NAWCWD), Point Mugu, CA**

The Federal Acquisition Service (FAS), Assisted Acquisition Services Division (AASD), within the General Services Administration (GSA), provides acquisition assistance to its clients in the Department of Defense and other Federal Agencies. Region 4, AASD, received a requirement from the Naval Air Warfare Center Weapons Division in Point Mugu, CA, for the manufacture, test, document, deliver, and install of a Threat Simulator that will be used to provide stimulus to the Naval Air Warfare Weapons Division in support of the F-35 Joint Strike Fighter and other systems software and hardware updates. The Radio Frequency (RF) threat simulator will be used to execute, verify and validate radar emitter simulations for the current JSF development and to provide RF stimulus to Electronic Warfare (EW) systems located in the EW Laboratory at NAWCWD, Point Mugu, California. The systems tested at NAWCWD are highly sophisticated electronic warfare systems that require an equally sophisticated threat generator system to simulate the electromagnetic environment in which it is designed to operate. This RF threat simulator is a NAWCWD, EW Laboratory asset.

The EW Laboratory at NAWCWD supports customer and test organizations throughout the country which include the Air Force, Marines, Navy and Foreign Customers. These organizations must have the capability to quickly and easily transfer threat and scenario files to meet critical reprogramming times including those identified in AFI 10-703. AFI 10-703 is the Air Force Instruction for Electronic Warfare Integrated Reprogramming. This document provides guidance and procedures for Air Force EW reprogramming including how fast software updates should reach the field. Urgent changes should reach the field within 72 hours and Emergency changes should reach the field within 24 hours. All of these customers utilize CEESIMs and in order to maintain compatibility, the EW Laboratory at NAWCWD must provide CEESIM threat and scenario files. Conversion and validation process to a CEESIM compatibility file can take over 48 hours depending on the complexity of the file and will cause a failure to comply with AFI10-703 mandated Urgent and Emergency reprogramming times. The ability to have the latest, most up to date, threat simulator is critical in maintaining this capability.

The Naval Warfare Center notified AASD of their requirement after mid July 2013 indicating the need for an FY13 award of this critical RF Threat Simulator support. Naval Air Warfare Center attempts to award this effort through their agency contracting office was unsuccessful and award had been pushed into FY14. The client, in conversations with the current contractor, Northrop Grumman, expressed concerns for getting this support awarded in FY13. The contractor referred the client to AASD because of their recent experience in getting a recent similar effort awarded through us in Feb 2013. AASD took on the challenge to get this critical support awarded understanding all the unique challenges faced to get it done. The normal timeline for an award of this dollar value is approximately 120 days and this had to be done in half that time. The client also had additional limiting factors as to their ability to get the required documents to completed, internal off loads accomplished, and dealing simultaneously with agency mandated furloughs. GSA AASD provided critical assistance in crafting requirements documents, getting necessary approvals expeditiously, while ensuring a quality acquisition support package was completed. Additionally, AASD personnel worked with contractor to provide streamlined acquisition response times to ensure the support would be completed in FY 13. Award was accomplished in less than 60 days from receipt of completed package.

As a result of the outstanding support provided by AASD, the client has indicated they want to utilize GSA in FY14 to do additional Simulator efforts for Approx \$80M.

The contractor stated these words: "You have a great team! I have had the pleasure of working with Keith Echols on a previous task order, and his excellent management and contracting skills have enabled him and Amber Bryant, to put another threat simulator under contract for our Pt. Mugu customer. This is the first time I have worked with Amber; she is a great addition to your team. She is responsive, knowledgeable, and very thorough in your work. The customer was very impressed with the entire GSA experience." Alliant Program Manager | IDIQ Program Management Office, Northrop Grumman

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## OVERVIEW

### **Assisted Acquisition Services Division Army Foreign Military Sales Acquisitions**

#### **Challenge**

Provide the Army's Prototype Integration Facility (PIF) with a rapid response acquisition solution for two foreign governments.

#### **Action**

GSA AASD expeditiously assembled an acquisition team to collaborate with the Army to obtain, review and understand requirements.

#### **Solution**

GSA AASD examined international agreements and studied laws and regulations, and consulted with industry in order to create effective solutions that would meet customers' requirements.

#### **Result**

GSA AASD awarded two contracts successfully below the Independent Government Estimates. The contracts collectively were valued at over \$13M.

#### **Reference**

Jimmy Dunaway, Government Product Lead  
Army Prototype Integration Facility  
Phone: 256-955-0156 and Email: [james.dunaway@us.army.mil](mailto:james.dunaway@us.army.mil)

For more information see "The Complete Story".



## THE COMPLETE STORY

### **Assisted Acquisition Services Division, Army Foreign Military Sales Acquisitions**

The Army's Prototype Integration Facility (PIF) is a Government-Owned, Government-Operated (GOGO) facility/concept designed to meet the needs of the AMCOM (U.S. Army Aviation & Missile Command), Department of Defense (DoD), and ultimately, the warfighter. They have the necessary expertise and facilities for designing, fabricating, installing and testing complex airborne and ground-based systems.

As a part of the PIF's mission, they serve as a source to deliver on the State Department's International Agreements for Foreign Military Sales (FMS) for DoD hardware. In the fall of 2013, the PIF was tasked to deliver two FMS requirements which included two advanced Black Hawk maintenance trainers for the Taiwanese Armed Forces and two advanced Apache Echo simulators for the Saudi Arabian National Guard on an aggressive schedule and within budget.

Given PIF's emphasis on rapid response capability, PIF consistently canvases a variety of sources capable of providing acquisition support and handling challenging projects successfully. While balancing the importance of schedule and price, PIF equally sets a high standard on acquisition solutions that are fully compliant with all applicable laws and regulations required for doing business in foreign countries. Although flexibility is necessary sometimes in meeting acquisition requirements in challenging environments, success is always achieved. The reputation of the United States Government depends on it.

To meet the needs of the PIF, GSA Assisted Acquisition Services Division (AASD) pulled together an exemplary acquisition team that collaborated closely with PIF staff to craft acquisition solutions that exceeded everyone's expectations. GSA AASD carefully reviewed both International Agreements and sought guidance and counsel from numerous experts. Contracting personnel diligently researched and appropriately applied all applicable laws and regulations to ensure the requirements were in compliance. Additionally, the acquisition team collaborated closely with industry on requirement definition to leverage technical and in-country expertise.

As a result of everyone's hard work, GSA awarded two contracts for \$8.9M and \$5.1M for the Taiwan and Saudi requirements, respectively. Both contracts were awarded below the Independent Government Estimate (IGE) and ahead of schedule. PIF management was exceedingly pleased with GSA's acquisition support and will consider GSA AASD for future requirements. When asked to characterize GSA's support, Government Product Lead, Jimmy Dunaway said, "Promises made...promised kept!"

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## OVERVIEW

### Assisted Acquisition Services Division Industrial Video Surveillance System

**Challenge**  
Provide security monitoring support for aircraft assets

**Action**  
GSA coordinated with customer to identify requirements and to assess a suitable solution to meet security monitoring needs.

**Solution**  
Craft a solution expeditiously that offered effective capabilities to meet customer expectations

**Result**  
GSA awarded a contract to a (8a) small business as a set-aside under the provisions of FAR Part 19.8.

**Reference**  
Lisa Earls, Engineer, 402 AMXG, Robins AFB, GA

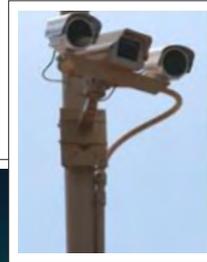
For more information see “The Complete Story”.



## THE COMPLETE STORY

### Assisted Acquisition Services Division Industrial Video Surveillance System

For three years Robins AFB tried with no success to provide top level leaders with real security monitoring, aircraft location, and incident response/review data. RAFB finalized a requirement for security monitoring and submitted it to GSA on 28 Feb 2014. However, the 8a contractor with the most experience was pending graduation from the 8a program the first week of May 2014, leaving only 2 months to negotiate the award. GSA undertook the complex task and executed a contract that provided a 2 phased project consisting of an initial feasibility/design study and subsequent installation of an Industrial Area Video Surveillance System (VSS) supporting the depot level repair & overhaul of F-15, C-130, and C-5 aircraft. The VSS provides critical situational awareness and force protection for AF equipment & aircraft, and ensures RAFB senior leaders obtain immediate reporting of aircraft locations, movement and real-time management of assets on the flight-line and aircraft industrial areas.



*Video Surveillance System*



GSA received the requirement in October 2013 and an award was required by May 5, 2014 to ensure the 8a contractor received the contract prior to graduating the 8(a) program. After receiving the final PWS on 28 February, 2014, GSA made an award in 49 days. GSA was committed to meeting the client's timeline despite many challenges including no acquisition history and first-time performance by a contractor who had only performed as a subcontractor. This action represented the first time the contractor submitted a proposal directly to the Government; therefore, significant assistance was required to ensure a compliant proposal was received.



*Real Time Reporting*



The acquisition strategy utilized the streamlined FAR 19.8 procedures to set aside the work under the 8(a) program. The GSA Team assisted the client with the requirements package and traveled to provide "in person" rewrites to ensure timely execution. Key team members were engaged early, saving time, reducing

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## THE COMPLETE STORY

### Assisted Acquisition Services Division Industrial Video Surveillance System Continued...

miscommunication and accelerating approvals. GSA's team simultaneously prepared pre-award documents during negotiations to award the contract on time.

The Contracting Officer awarded the direct contract with United Technology Service, Inc, with a period of performance beginning on April 28, 2014, on time, and on budget. The original projected acquisition value of the acquisition was \$2.6M. The actual award value was \$2.5M. This acquisition resulted in a savings of \$22K for the client.

The client thanked GSA for helping the 402 AMXG execute the long needed Video Surveillance System contract. The following is a quote from the customer, "Thank you so much GSA for making this award happen. GSA exhibits the utmost professionalism. GSA is results oriented, responsive, and kept us on track to meet our time constraint. We look forward to continued support with this effort. We would welcome all assistance in future Warner Robins AFB acquisitions."



*Monitoring Flight Line Activity*

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## OVERVIEW

### Assisted Acquisition Services Division (AASD) F-15 RMP Air Conditioner

**Challenge**

Award single award Blanket Purchase Agreement (BPA) against the GSA Multiple Award Schedule (MAS) for commercial flight line air conditioning units within four months.

**Action**

Leverage GSA Region 4 (R4) AASD acquisition expertise and collaboration with Support Equipment and Vehicles Division, located at Robins AFB, GA, to develop customer requirement, build associated documents and negotiate BPA terms to allow for award within the four month deadline.

**Solution**

Award competitive single award BPA against the MAS.

**Result**

R4 AASD awarded a firm fixed price BPA to GSA Schedule vendor, within the client's deadline and under budget.

**Reference**

Wayne Masters, GSA, R4 Assisted Acquisition Services Division

For more information see "The Complete Story".



## THE COMPLETE STORY

### **Assisted Acquisition Services Division U.S. Army Prototype Integration**

The Federal Acquisition Service (FAS), Assisted Acquisition Services Division (AASD), within the General Services Administration (GSA), provides acquisition assistance to its clients in the Department of Defense and other Federal Agencies. The Support Equipment & Vehicles Division at the Air Force Life Cycle Management Center (AFLCMC) had no history with GSA for procuring this specific configuration of the F-15 RMP Air conditioner. The F-15 SPO is going through a radar modernization program (RMP). The RMP generates more heat than previous F-15 radars, and legacy air conditioners are not capable of cooling the electronics sufficiently for maintenance activities. The need for a single award BPA against the MAS schedule for the repetitive delivery of a Best Estimated Quantity (BEQ) of four hundred (400) units over a five year period, commercial flight line air conditioning units was brought to GSA/FAS as AFLCMC did not have the resources to accomplish an FY14 award.

GSA received this requirement in early April 2014 and an award was required by August 31, 2014 in order to meet F-15 requirements. AFLCMC first approached GSA with the intention of FAS awarding and administering the contract. However, market research indicated the award could result in a small business which would not allow Robins to achieve the small business credit, and the decision not to utilize GSA was determined. In an attempt to accommodate our customer and continue a good working relationship, through lengthy meetings, FAS and the client reached a mutual agreement for GSA to make an award. GSA had a little over four months to make a competitive award. Additionally, the client faced numerous challenges in positioning their systems to be able to administer an award made by an outside agency. GSA/AASD, however, committed to meeting the client's need date and helped despite challenges.

The Contracting Officer awarded the competitive single award BPA with HDT Expeditionary Systems, Inc, with a period of performance beginning on Aug 26, 2014, on time, and on budget. The original projected acquisition value of the acquisition was \$79.1M. The actual award value was \$64.6M. This acquisition resulted in a savings of \$14.5M for the client. Additionally, through the innovative one-time fee arrangement negotiated between the client DOD agency and GSA, the DOD agency reduced the cost of AASD services over the long term.

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## OVERVIEW

### Assisted Acquisition Services Division (AASD) U.S. Army Training Support

#### Challenge

Award contract to enable U.S. Army to meet global and dynamic training needs in response to increased support for partner nations.

#### Action

Demonstrate flexibility and responsiveness in supporting the U.S. Army Communications-Electronics Command (CECOM) Life Cycle Management Command (LCMC), Aberdeen Proving Grounds, MD through a mission-focused acquisition strategy.

#### Solution

Conduct source selection to achieve best value for customer through open-market procedures.

#### Result

In April 2013, R4 AASD awarded a contract to a small business at a \$5M savings over a 3 year period (1 Year Base Period and 2 (1) Year Option Periods). Customer reports all CONUS and OCONUS mission needs being met since inception of contract.

#### Reference

Mary Hobbs, Project Manager, U.S. Army  
CECOM, Foreign Military Assistance, Aberdeen Proving Grounds, MD

Diana K. Hix-Waterford, Branch Manager  
Senior Contracting Officer, GSA/FAS/AASD

For more information see "The Complete Story".



## THE COMPLETE STORY

### Assisted Acquisition Services Division U.S. Army Training Support

The United States Army's Communications-Electronics Command (CECOM) Life Cycle Management Command (LCMC), Aberdeen Proving Grounds, MD, executes a sustainment and logistics integration mission across a very broad and complex set of C4ISR systems and capabilities. As one of AMC's four Life Cycle Management Commands (LCMCs), CECOM is the Army's Critical Link for life cycle support of the communications-electronics systems and equipment used by the joint Warfighter. In 2012/2013, CECOM faced an expanded need for training and validation of technology systems due to an increase in defense system sales to partner nations.

In July, 2012, CECOM requested GSA support for this training support requirement classified as the need for an "urgent and immediate solution." The criticality was due to military partnerships promoting compatibility and interoperability in equipment and training -- which are crucial to the National Defense Strategy. Overall, this complex requirement called for the development and execution of plans for the training, acquisition and support of Security Assistance Management Directorate (SAMD), US Government's Foreign Military Sales (FMS), Security Assistance and Security Cooperation (USASC) efforts with the partnering nations. Some specific areas included prime power generation, night vision devices, LAN/WAN, border detection, aircraft survivability equipment, aircraft mission equipment, information assurance and radio training and systems.

The training support requirement was highly visible and estimated at \$38M over a 3 year period (1 year base period and 2 (1) year option periods). Further, this would require contractor support to every Geographic Combatant Command with a potential to reach 196 countries. Ms. Mary Hobbs was the Project Manager/Evaluation Chairperson from CECOM, Mr. John Maher contributed as CECOM technical representative, Ms. Faith Shelton served as the Senior Contracting Officer and Cassandra Walker supported as Contract Specialist. The balance of the GSA team included Mr. Joel Rogero, AASD Director; Ms. Teri Osabutey, AASD Deputy Director; Ms. Amy Cook, Regional General Counsel; Mr. Tony Roy, CRB Member; Ms. Diane Hix-Watford, Branch Manager/CRB Member; and others.

AASD and CECOM entered into a constructive partnership to define the requirement and develop an acquisition strategy. Based on market research, the acquisition team concluded the use of the GSA Alliant GWAC and 8(a) Set-Aside Programs were not appropriate for this dynamic requirement. Therefore, AASD dedicated much effort to plan, develop and execute a mission-oriented strategy to use Open Market procedures.

The team issued the RFP, completed evaluations, obtained all approvals and awarded a new contract in 90 days (23 Jan – end of April). Such a focused and deliberate approach resulted in the best value for a CECOM's critical need.

Ultimately, the contract was awarded for \$33M over a five year period – a \$3M savings from the Government Estimate. In addition, the contractor (EPS Corp) is a small business with a strong record of past performance. This truly represented a win for the client in terms of support and savings and success for the Small Business Program. The work of the AASD – CECOM acquisition team continues to yield results. To date, CPARS indicates all contractual requirements and mission needs are being met by EPS. Clearly, the acquisition strategy and extensive evaluation process yielded the best value for the client. Ultimately, AASD ensured this need for an "urgent and immediate solution" to an Army global training issue was met through agile acquisition processes.

Ms. Mary Hobbs, Program Manager, U.S. Army – CECOM, Foreign Military Assistance stated:

*"The incredible support we received from Diane's team, particularly Faith Shelton and Jacqueline Milton, was critical to our organization's success. Their unwavering support, quick reaction times, and flexibility in dealing with our mission's issues as they arose were a key to the success of more than a dozen missions around the world."*

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## OVERVIEW

### **Assisted Acquisition Services Division (AASD) Expedited HUD Project**

**Challenge**

Award contract within one month to meet client's critical requirements and avoid a break in services.

**Action**

GSA and HUD collaborated to identify and streamline an acquisition strategy to expeditiously execute contracting documents and negotiate contract terms to enable contract award within one month.

**Solution**

Contract award was made to a GSA IT Schedule vendor utilizing logical follow-on procedures.

**Result**

Expedited contract award action allowed HUD to experience uninterrupted contract support and sustained mission capability.

**Reference**

Tony Roy, AASD Branch Manager, (850) 867-0149, [tony.roy@gsa.gov](mailto:tony.roy@gsa.gov)  
Sharon Washington, HUD (678) 732-2494, [sharon.l.washington@hud.gov](mailto:sharon.l.washington@hud.gov)

For more information see "The Complete Story".



## THE COMPLETE STORY

### **Assisted Acquisition Services Division Expedited HUD Project**

The U.S. Department of Housing and Urban Development (HUD) Rental Housing Assistance (RHA) Program needed assistance in completing the next Phase of work to enhance their IT based integrated Budget Forecasting Model (iBFM) within the Integrated Real Estate Management System (iREMS). This Information Technology (IT) work aligns HUD from a fiscal year to a calendar year accounting basis.

With work ending within 30 days, HUD turned to GSA, Region 4 (R4) Assisted Acquisition Services Division (AASD) for acquisition assistance. GSA offered a quick solution to HUD utilizing a Federal Supply Service, IT Schedule 70 follow-on task order.

R4 FAS, AASD was able to process a logical follow-on new award in the interest of economy and efficiency to an original Federal Supply Schedule order. The original order was fully competed in accordance with the applicable Federal Supply Schedule ordering procedures. The limited Source Justification was for nine (9) month, Firm Fixed Price (FFP) task order. This allows a HUD "Bridge" effort for vetting of requirements and a future full competitive effort without loss of HUD iREMS mission support.

AASD issued a Federal Supply Schedule IT 70, Firm Fixed Priced Task Order ID04140125, within one month of FAS Notification. HUD did not lose any critical development activities. This award allowed sufficient time to define and coordinate a long-range, competitive effort for future Phases of the iREM program. It precluded the loss of previous HUD accomplishments, satisfied a critical mission need, and prepares HUD for continued future mission success.

Teaming between HUD and GSA allowed for a successful immediate solution to be quickly executed, despite major time challenges. Both agencies established a clear communication line and provided updates on a regular weekly basis until award was made and the Contractor was given an award direction. Dhana Moore Customer Service Director, provided excellent on-site support to the customer to ensure the tight timeline was met and communication lines remained open with all HUD stakeholders. Karen Ziemba, R4 AASD Senior Contracting Officer orchestrated the purchase and rules of engagement to award. Peggy Braxton, R4 AASD Customer Accounts Manager, finalized the requirement and built the award package. Along with this impressive team, they were supported by GSA staff, including Policy/Competition Advocate, Legal, and Financial Professionals to ensure a complete and seamless for HUD.

Based on the successful outcome of this project, HUD and GSA are continuing their partnership and collaboration on future HUD mission needs. On behalf of HUD's Mrs. Sharon Washington and the Assistance Chief Procurement Officer for IT, Mr. Jimmy Scott, "we are most appreciative of the excellent customer service provided by the entire team that provided assisted acquisition support to the Department of HUD on the iREMS project".

GSA R4 Federal Acquisition Service  
**Story Book**



## OVERVIEW

### **Customer Accounts and Research Division Miami VA Fisher House Promotes GSA Value**

**Challenge**

Engage VA customers at VA Medical Center's Fisher House through promoting GSA capabilities.

**Action**

Conduct GSA capabilities presentation to Fisher House Miami VA Medical Center.

**Solution**

Customer recognized GSA value add after presentation.

**Result**

Customer provided favorable comments to colleagues about GSA capabilities and made recommendation to include GSA on agenda at Fisher House's national managers' meeting.

**Reference**

Ms. Carolyn Soucy, Fisher House Manager, (305) 575-7260

For more information see "The Complete Story".



## THE COMPLETE STORY

### **Customer Accounts And Reserach Division Miami VA Fisher House Promotes GSA Value**

On a customer visit to the Fisher House, an organization in the VA Medical Center in Miami, FL, a team of Customer Service Directors from Region 4 met with Ms. Carolyn Soucy to enhance GSA's relationship with the VA and to discuss GSA capabilities to help educate the VA about GSA solutions that they could access to compliment their acquisition strategies. As a result of the information that was shared with the VA during the meeting, Fisher House Manager, Ms. Soucy recognized the value of GSA and how GSA could assist the Fisher House with achieving its acquisition goals and objectives. Through Ms Soucy's customer service experience with GSA, she determined that the entire Fisher House organization should benefit from collaborating with GSA to meet their acquisition goals and objectives. She recommended to her colleagues to invite and include GSA on the agenda for their national Fisher House meeting in August of this year. She provided the following favorable comments about GSA in an email to one of her colleagues.

*I was surprised to learn that GSA will basically do all the market research , locate the vendors, write the statement of work and prepare the packet needed for either the purchase card or 2237 purchase. Wow! My challenge has always been finding appropriate vendors and GSA will take care of it. They are helping me with my linen. They were a huge help to Shelley in WPB when she needed to purchase her furniture. I think this is especially helpful for large or specialty purchases.*

*They can also help set up an ongoing purchase agreement (I think they call it a blanket PO) for things like paper products and nonperishables.*

*In my opinion these are the areas that a presentation should focus on. I think many of the managers find it challenging to understand and follow the procurement process. GSA seems to make it very easy since they do the work. This is also a tangible resource that I think many managers will find helpful.*

**Carolyn Soucy, Fisher House Manager**

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**Story Book**



## OVERVIEW

### **Customer Accounts and Research Division Customer Service Director Demonstrates Superior Customer Service to Secure Customer Confidence**

**Challenge**  
Win back a concerned customer

**Action**  
CSD provided value-added assistance by demonstrating professional courtesy, proficiency and a sincere desire to support customer's acquisition goals and objectives.

**Solution**  
Assisted Acquisition Services (AAS).

**Result**  
Customer agreed to use GSA's AAS to meet organizational acquisition objectives because of CSD's efforts to inform and engage customers.

**Reference**  
Mr. Wilfredo "Will" Gonzales, (910)396-9397

For more information see "The Complete Story".



## THE COMPLETE STORY

### **Customer Accounts And Reserach Division Customer Service Director Demonstrates Superior Customer Service to Secure Customer Confidence**

On May 2, 2014, Customer Service Director (CSD), Mr. Dale Terry received an email from GSA customer, Mr. Wilfred Gonzales, Logistic Management Officer for the XVIII Airborne Corp at Fort Bragg, NC, to address the service he had received from a GSA customer service representative. After CSD Terry received the email, he immediately called Mr. Torres and apologized and asked if he could meet with him to personally assure Mr. Torres that whatever he had experienced was an anomaly. CSD Terry assured Mr. Torres that GSA would take any necessary action to address and/or assist Mr. Torres with achieving his organization's acquisition requirements in a professional and timely manner.

Although initially reluctant to meet with CSD Terry, Mr. Gonzales ultimately agreed to meet with CSD Terry, along with his boss, Mr. Raymond Torres, G-4 for the XVIII AC at Fort Bragg, NC.

CSD Terry met with Mr. Gonzales and Mr. Torres to explain GSA's mission, purpose and capabilities and to assure them that GSA was well positioned to assist them with meeting their particular acquisition goals and objectives. After explaining GSA's mission, purpose and capabilities, Mr. Torres asked how GSA might be able to help the XVIII Airborne Corps meet its unique acquisition needs. CSD Terry gave Mr. Torres and Mr. Gonzales a thorough overview of how GSA could assist them with meeting a myriad of acquisition requirements.

After CSD Terry explained one of GSA solutions, Assisted Acquisition Services (AAS), a contracting support solution that GSA offers federal customers, CSD Terry sensed that the Mr. Torres had finally heard something about GSA that he was excited about because of the smile that began to emerge on both gentlemen's faces. Both men asked CSD Terry for more information about AAS, so CSD Terry provided them with detailed information about GSA's AAS solution.

As CSD Terry was speaking, Mr. Torres abruptly stood up from the meeting table and walked over to his desk, which left CSD Terry wondering if he had said something that Mr. Torres disagreed with. A few seconds later, CSD Terry figured out why Mr. Torres had abruptly stood up. Mr. Torres was only at his desk for a few seconds, before hastily taking three steps back to the meeting table and dropping a large blue folder in front of CSD Terry and asked him with a smile on his face, "what can you do with this"?

In the folder was a Statement of Work (SOW) for a Business Intelligence Tool with an Independent Government Estimate (IGE) of \$3.8 Mil that Mr. Torres needed to procure by August 2014 and that his internal contracting shop had informed him that they could not meet this time requirements due to an increased workload.

CSD Terry asked Mr. Torres to send him the SOW, as well as a letter from his internal contracting shop giving GSA formal permission to accept the work required by Mr. Torres' organization and GSA would "get the ball rolling". Two days later CSD Terry received all the necessary documentation to perform the work for Mr. Torres' organization and forwarded it to AAS Point of Contact.

The AAS POC, Wayne Masters called CSD Terry the next day with a fire in his voice that made CSD Terry believe that the Wayne was not only thrilled at the idea of working with him, but he also welcomed the challenge of meeting the time requirements associated with completing Mr. Torres' project.

CSD Terry commented: "I can only call this a success due to the professionalism and unwavering patience of Wayne Masters, who sat through lengthy conference calls and replied almost instantaneously to the numerous emails from myself and Mr. Torres' office. The pride, knowledge and professionalism that Mr. Masters exuded while working with the XVIII Airborne Corps not only reinforced what I had professed to Mr. Torres about GSA's principles, but it also set the foundation and a partnership that will yield fruit for years to come. The tree has already begun to produce fruit because, subsequent to the first opportunity I secured from Mr. Torres, I have received another SOW from him inquiring whether AAS would assist his office with procuring over 400 shipping containers, as well as providing maintenance for the containers.

GSA R4 Federal Acquisition Service  
**Story Book**



## OVERVIEW

### **Fleet Management Division Creative Vehicle Acquisitions**

**Challenge**

Identify best value vehicle acquisition strategy for VA Fleet customer.

**Action**

Leverage GSA Fleet vehicle inventory to meet customer's vehicle requirements.

**Solution**

Meet customer vehicle requirement with internal GSA Fleet vehicles.

**Result**

Create mutually desirable solution that saved Government \$3M

**Reference**

GSA R4 Fleet Director, Cheryl Hall.

For more information see "The Complete Story".



## THE COMPLETE STORY

### Fleet Management Division Creative Vehicle Acquisitions

Dave McArthur, Fleet Service Representative, FL, worked with the Veteran's Administration to fill additional vehicle needs for Florida offices over the past two years. Dave, working with his Fleet Management Center co-workers, was able to identify and fulfill the VA vehicle needs with internal GSA Fleet vehicles, saving about \$2 million for GSA Fleet over new acquisitions. Additionally, leasing vehicles from Fleet, the VA is saving an estimated \$1 million versus reimbursing employees for use of the privately-owned vehicles to accomplish new mission requirements and changes. Overall, Dave's diligence in utilizing existing vehicles and assisting the VA with mission requirements represents over \$3 million in savings to the Government and taxpayers.

Dave was/is the lead on coordinating the additional vehicle requests for the VA, and reviewed the vehicles available for reassignment within his FMC's territory. He worked with his co-workers to be sure the vehicles available would meet the VA's mission needs. For the 180 additional vehicle requests received by the VA over the past two years, Dave was able to fill 91 requests with existing Fleet vehicles, saving GSA an estimated \$2 million over new acquisition. New vehicle orders have been placed for 58 vehicles. Requests for the remaining 31 vehicles are being reviewed to determine whether existing available vehicles will meet the mission needs or new vehicles should be ordered.

Dave was able to identify and meet the VA requests for 91 of the additional requests with existing vehicles available for reassignment saving GSA Fleet an estimated \$2 million in acquisition costs. Dave was also to help the VA save an estimated \$1 million by leasing from GSA Fleet versus reimbursing VA employees for the use of their privately-owned vehicles. Through Dave's efforts, the VA realized the benefits and value of utilizing GSA Fleet for their vehicle needs and is continuing to partner with Dave and the FL FMC office in obtaining the best solutions for vehicle mission requirements.

GSA R4 Federal Acquisition Service

# Story Book



## OVERVIEW

### Fleet Management Division / Service Application for GSA Fleet Customers

**Challenge**  
Develop a cost-effective and web-based training tool for customers leasing GSA vehicles.

**Action**  
Leverage existing human capital in Fleet enterprise to develop a comprehensive training solution to meet the needs of a diverse Fleet customer community.

**Solution**  
Created multiple instructional GSA Fleet videos that provide user guidance on how to access and navigate web-based Fleet Drive-Thru application tool.

**Result**  
Cost-effective, efficient, beneficial and accessible web-based training application providing real-time, useful, support/service and reports.

**Reference**  
Phil Lowther, Fleet Service Representative  
(502) 810-9940

For more information see “The Complete Story”.



## THE COMPLETE STORY

### **Fleet Management Division Fleet Support/Service Application for GSA Fleet Customers**

GSA Region 4, employee Phil Lowther, Fleet Service Representative, located in Louisville, KY created and recorded six instructional videos for Fleet customers to assist with access and navigation of several applications for Fleet Drive-Thru, a web-based customer support/service tool.

The videos provide guidance for commonly-requested reports and data that Fleet customers need, but sometimes forget or need refresher training in order to be proficient. Phil collaborated with GSA Region 4, Marketing and Graphics Specialist, Barbara Holzworth. Barbara provided video production expertise to the process by posting the videos, incorporating the required GSA branding, formatting and ensuring the Fleet videos were compliant with GSA's video policy.

Videos are posted on the R4 GSA portal for customer access and viewing.

GSA R4 Federal Acquisition Service

# Story Book



## OVERVIEW

### The National IT Commodities Program (NITCP) OCIO IT Equipment Order

**Challenge**

Provide an enterprise-wide IT solution for GSA that offered competitive pricing and that would meet the diverse IT needs of the agency.

**Action**

NITCP collaborated with the GSA Office of the Chief Information Officer (OCIO) to identify requirements and a solution for the GSA enterprise.

**Solution**

NITCP leveraged existing acquisition resources to establish a BPA solution to meet the needs of the GSA enterprise.

**Result**

Contract awarded to a small business concern that resulted in a 27% savings to GSA allowing the OCIO office to procure additional IT equipment for the GSA enterprise.

**Reference**

Mr. Patrick Kiser, [patrick.kiser@gsa.gov](mailto:patrick.kiser@gsa.gov)

For more information see “The Complete Story”.



## THE COMPLETE STORY

### **The National IT Commodities Program (NITCP) OCIO IT Equipment Order**

The GSA, Office of Chief Information Officer (OCIO) had a single award Blanket Purchase Agreement in place for many years. It was their desire to move away from their single award Blanket Purchase Agreement and migrate towards the National IT Commodity Program Computer BPA. One of the challenges was the vendors being able to provide the computer specifications and level of service that was provided under their single award BPA.

NITCP leveraged the Computer Blanket Purchase Agreements, represented by 9 small businesses. The requirement was competed among all Computer BPA holders that could provide the specified Brand Name requirement. There were 4 BPA holders who maintained a letter of supply and were authorized to sell Dell Products.

GSA NITCP coordinated with Mr. Patrick Kiser from GSA's Region 5, and other CIO personnel to ascertain requirements, delivery, and payment. After lengthy discussions especially on value added services provided by the current BPA holder, as well as the brand name justification, it was determined by OCIO to focus only on commodities for the "buy." After providing funding and defined requirement documents, NITCP requested the NITCP BPA holders to participate in a competitive solicitation.

The Independent government estimate for the requirement was \$687,908.84 based on BPA pricing. The award was made to a small business concern, Intelligent Decisions at an awarded amount of \$504,916.00 resulting in substantial savings of 27%. The GSA Office of the Chief Information Officer used the \$182,992.84 in savings to purchase additional computers on a separate requirement.

By achieving a savings of \$182,992.84, the GSA OCIO was able to purchase an additional 172 laptops for a purchase amount of \$181,976.00.

GSA R4 Federal Acquisition Service

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## OVERVIEW

### The National IT Commodities Program (NITCP) Supporting GSA Federal Partners, [ReverseAuctions.gsa.gov](https://ReverseAuctions.gsa.gov)

#### Challenge

Promote the use of GSA's Reverse Auction Platform to the Federal Emergency Management Agency (FEMA) and the Department of Homeland Security (DHS)

#### Action

Senior management officials from GSA Region 4 collaborated with senior management officials from FEMA and DHS to identify how GSA's Reverse Auction adds value.

#### Solution

Provide federal partners with customized training and acquisition vehicles to meet unique organizational requirements.

#### Result

Enhanced agencies' ability to identify and source solutions through the use of GSA's Reverse Auction Platform by conducting training training and leveraging shared resources.

#### Reference

Teresa Carrington, [teresa.carrington@gsa.gov](mailto:teresa.carrington@gsa.gov), (404) 331-7838

For more information see "The Complete Story".



## THE COMPLETE STORY

### Supporting GSA Federal Partners

### The National IT Commodities Program (NITCP), [ReverseAuctions.gsa.gov](http://ReverseAuctions.gsa.gov)

To increase federal agencies' awareness and overall use of GSA's Reverse Auction Platform, GSA's NITCP must continue to reach out and support federal agencies to ensure that they are equipped with an operational knowledge and expertise to successfully utilize the GSA Reverse Auction Platform to meet their mission goals and objectives. This vast undertaking requires that NITCP provide partner agencies with education and resources necessary to reach their acquisition requirements. Additionally, NITCP must strive to explore and identify opportunities in which partner agencies can utilize the GSA Reverse Auction Platform using their internal contract vehicles.

GSA Region 4, Federal Acquisition Service (FAS) Acting Regional Commissioner, Kelley Holcombe, met with FEMA Region 4 Director of Contracting, Annette Wright, on March 13, 2014 to discuss possibilities of how NITCP could provide Reverse Auction Platform training and support. Additionally, GSA Region 4, Acting Regional Administrator, Erv Koehler, met with DHS HQs Strategic Sourcing Program Director, Mike Smith, on April 22, 2014 to discuss DHS' ability to add DHS specific Blanket Purchase Agreements (BPAs) and their First Source II Indefinite Delivery Indefinite Quantity (IDIQ) contract vehicle to GSA's Reverse Auction Platform.

From collaboration with FEMA, this year GSA has provided three separate training sessions on GSA's Reverse Auction Platform at the Region 4, FEMA facility and helped successfully load 6 BPAs in the Reverse Auction Platform.

As a result of this successful onsite training and support, Annette Wright, requested NITCP to provide additional onsite support, and help with disaster related acquisitions resulting from multiple devastating storms that have ripped through parts of Alabama, Florida, Georgia, Mississippi, North Carolina, and Tennessee this FY. For example, on April 30, 2014, NITCP's Senior Contract Specialist, Stephen Gibson, provided exceptional onsite support and assistance to FEMA. Stephen worked directly with Ms. Wright's Contracting staff in FEMA's Region 4 Emergency Operations Center (EOC) reviewing requirements to determine whether they could be achieved through GSA's Multiple Awards Schedules Program and Reverse Auction Platform. Stephen helped FEMA perform market research and sourced potential vendors in the affected states using GSA's e-Library and GSA Advantage as well as the System for Award Management (SAM).

One of the requirements FEMA loaded onto the GSA Reverse Auction Platform was for Armed Guard Security Services for the state of Mississippi. The auction for this requirement was opened for less than one day and received 3 bids and 1 no bid. Based on a similar acquisition, FEMA realized a 22% cost savings using GSA Reverse Auction for Armed Guard Services. The results of this auction were evidence of the effectiveness and success of the Reverse Auction Platform for disaster/contingency operations.

As a result of Erv's meeting, DHS agreed to an immediate 90-day pilot launch to roll-out DHS' BPAs and First Source IDIQ contracts to GSA's Reverse Auction Platform. NITCP and DHS successfully rolled out the DHS First Source II IDIQ contracts on June 9, 2014. During the pilot, DHS will survey their customers and industry partners on their experience in using GSA's Reverse Auction Platform. At the end of the pilot, DHS intends to make a decision whether GSA's Reverse Auction Platform is suitable for their acquisition strategy and whether to continue using the tool.

GSA received positive customer feedback on excellent training and support.

As expressed in an email from Annette Wright from Region 4 FEMA to GSA Region 4 Kelley Holcombe:

"Just a little note to let you know that Dhana Moore and Stephen Gibson did an excellent training session with FEMA today. We had over 12 federal/civilian agencies (nationwide) represented and approximately 100 contracting officers/ COR that participated via Adobe Connect. A lot of great feedback regarding the reverse auction portal. In fact, FEMA is requesting follow up training on the reverse auction portal."

*Please continue on next page*



## THE COMPLETE STORY

### Supporting GSA Federal Partners

### The National IT Commodities Program (NITCP), ReverseAuctions.gsa.gov Continued...

U.S. Department of Homeland Security  
Washington, DC 20528



**Homeland  
Security**

Dear FirstSource II Contractors:

The Department of Homeland Security (DHS) Strategic Sourcing Program Office (SSPO) in cooperation with the Office of Procurement Operations (OPO) is conducting a 12 week pilot test of the General Services Administration (GSA) Reverse Auction (RA) Platform. This RA platform offers many advantages including the elimination of vendor fees. The FirstSource II contracting officer has approved the use of this platform, so all we're asking is that you use the GSA RA platform to identify and respond to FirstSource II delivery order requests. We would also ask that you assist us in communicating this new business process to your DHS customers. Please note that the GSA Reverse Auction Platform is not mandatory, but provides an additional tool for contracting officers to use when placing delivery orders under the FirstSource II contract.

If you are a GSA Federal Supply Schedule holder, you may be aware that the GSA Reverse Auction Platform is also currently available for use on GSA-based multiple award schedules and BPAs (i.e. Federal Supply Schedules, and Federal Strategic Sourcing Initiatives) with no additional fee to the buying agency or schedule holder. The RA platform is very intuitive. However, over the next few days GSA will reach out to your company to establish your GSA RA account and schedule free training sessions to ensure that you are totally comfortable with utilizing the GSA Reverse Auction Platform.

We will officially start the pilot evaluation period June 9, 2014, with live auctions based on DHS actual requirements. Prior to this date, to ensure you are ready to compete in these fair opportunity competitions, we ask that you take advantage of the GSA sponsored training, and validate your account data. During the pilot we will work closely with GSA in monitoring usage and identifying issues as they arise.

One of the keys to success for this pilot test is obtaining feedback from the contractors and DHS stakeholders. If you experience any systems issues or wish to provide feedback, please notify Hassan Harris, the GSA Reverse Auction Platform Program Manager, at [Hassan.harris@gsa.gov](mailto:Hassan.harris@gsa.gov). Other questions regarding the pilot should be directed to Bill Blacker at [William.Blacker@hq.dhs.gov](mailto:William.Blacker@hq.dhs.gov) or Sharon Aiken at [Sharon.aiken@hq.dhs.gov](mailto:Sharon.aiken@hq.dhs.gov). However, please continue to direct all contracting questions to the Contracting Officer. Additional information about the GSA Reverse Auction Platform is available at GSA's reverse auction webpage <http://reverseauctions.gsa.gov>. We thank you for your partnership in rolling out this pilot program.

Respectfully,

Michael B. Smith, Director  
DHS Strategic Sourcing Program Office

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**Story Book**



## OVERVIEW

### **The National IT Commodities Program (NITCP) Supporting GSA Federal Partners, Federal Communications Commission MOU**

**Challenge**

Provide public schools and libraries across America with access to digital technologies to enrich and enhance educational experiences and learning opportunities.

**Action**

Collaborate with FCC through a MOU to assess and identify strategies to develop and deploy IT resources that would allow public schools and library systems to consolidate purchasing power and save significant money on wireless access points, routers, and other equipment.

**Solution**

Award BPA contract vehicle to enable public schools and libraries access to GSA IT vendors through the GSA Reverse Auction Platform

**Result**

Through the FCC’s E-Rate program, public schools and libraries now have the ability to infuse state-of-the-art technology into the educational experiences of hundreds of students and public citizens from across the country.

**Reference**

Teresa Carrington, [teresa.carrington@gsa.gov](mailto:teresa.carrington@gsa.gov), (404) 331-7838

For more information see “The Complete Story”.



## THE COMPLETE STORY

### **The National IT Commodities Program (NITCP), Supporting GSA Federal Partners, Federal Communications Commission MOU**

On June 19, 2014, GSA Region 4 Regional Commissioner Erville Koehler and FCC Acting Managing Director Jon Wilkens signed a Memorandum of Understanding (MOU) for the NITCP to establish Multiple Award BPAs for the FCC E-Rate program to support Public Schools and Public Libraries through the GSA Cooperative Purchasing Program under the GSA IT Schedule 70 contract.

The Federal Communications Commission (FCC) had determined that thousands of schools and libraries nationwide lacked cutting-edge digital learning technologies that provide customized learning to students in today's digital world.

GSA and FCC collaborated to develop IT capabilities through a 2GIT (2nd Generation Information Technology) Blanket Purchase Agreement (BPA) for Public Schools and Public Libraries under the FCC's E-Rate program to consolidate schools' and libraries' purchasing power and save significant money on wireless access points, routers, and other equipment needed to modernize and expand their network infrastructures. The BPAs will allow schools and libraries to utilize GSA's reverse auction platform to seek bids from GSA equipment vendors at better pricing than currently available under the GSA Schedules program. This would provide a real opportunity for America's schools and libraries to potentially save significant amounts as they upgrade their internal connections, and stretch limited E-Rate dollars further.

The collaboration between GSA and the FCC provides a streamlined process for procuring IT Hardware and associated software and services. The 2GIT BPAs will be available for all Federal, State and Local governments who are authorized in accordance with Section 211 of the E-government Act of 2002 and FCC E-Rate Public School and Public Library grantees. The types of IT products that will be available through the 2GIT BPAs include Data Center Equipment, Monitors, Laptops, Desktops, Tablets, Thin Clients, Routers, Switches, Wireless Networking devices, Cables, Video Teleconference Equipment (VTC) and associated software and services.

GSA's partnership with the FCC has the potential to transform 21st Century learning in communities across the country. Leveraging the collective buying power of government will give local schools and libraries a stronger technology platform to build on and enhance the prospects of education.

GSA received positive customer feedback on excellent partnership and support. The FCC issued the below blog: <http://www.fcc.gov/blog/fcc-and-gsa-team-help-schools-and-libraries-save-money-wi-fi> to explain the goal and purpose of their program to enhance public learning opportunities through technology.